From:	Gary Fegel <gary@fegel.com>
To:	Tamar Evans <tamar@guardicore.com>
CC:	Ehud Barak <ehbarak1@gmail.com>
Date:	Thu, 12/10/2015 5:05:59 PM
Subject:	Re: GuardiCore update

Ok

On Dec 9, 2015, at 10:21, Tamar Evans <tamar@guardicore.com> wrote:

> Gary, Pavel will be more comfortable with 10 PM Israel time. If you are ok with that i will sent invite.
> Please confirm time and format (face time or cc)
>
> Thanks,
>
> Tamar
>
> ,אחה"צ 2:30 2015 בדצמ׳ 9 בתאריך "ehbarak" <ehbarak1@gmail.com> כתב:
>> Hi All
>> Monday, Dec 14 is ok with me on either 7pm or 10pm or in between.
>> Just let me know.
>> I feel FaceTime is more effective.
>> EB
>>
>> Sent from my iPhone
>>
>> On 9 Dec 2015, at 11:35, Tamar Evans <tamar@guardicore.com> wrote:
>>
>>> Alternatively we can do it @ 10 PM Israel time, Please advise if CC or face time?
>>> Ehud, If the time suggested work with your schedule Pavel can meet you where convenient for you Should it be "Face time".
>>>
>>> Regards,
>>>
>>> Tamar
>>>
>>> On Wed, Dec 9, 2015 at 11:22 AM, Gary Fegel <gary@fegel.com> wrote:
>>>> fine with me
>>>>
>>>> On 09. Dec .2015, at 09:32, Tamar Evans <tamar@guardicore.com> wrote:
>>>>
>>>> 7 PM Israel time works or later?
>>>>
>>>> Tamar
>>>>
>>>> On Wed, Dec 9, 2015 at 9:54 AM, Gary Fegel <gary@fegel.com> wrote:
>>>>> Unfortunately not - how about Monday evening israel time?

On Dec 8, 2015, at 19:54, ehbarak <ehbarak1@gmail.com> wrote:

Hi All
Probably Friday afternoon. Around 1630 Israeli Time?
Gary, does it work for you?
EB

Sent from my iPhone

On 8 Dec 2015, at 02:57, Tamar Evans <tamar@guardicore.com> wrote:

Gentlemen,

Please suggest time slots that suit your schedule for the cc with Pavel. And i will accommodate if possible, preferably morning hrs.

Kind regards,

Tamar

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On Mon, Dec 7, 2015 at 11:04 AM, Pavel Gurvich <pavel@guardicore.com> wrote:

> Tamar will reach out later today to coordinate time.
>
> Thanks,
> Pavel
>
> **Pavel Gurvich**,
> CEO
> US: +1 650 687-7387 | Israel: +972 54 572-1142
> GuardiCore | @GuardiCore
>
> On Mon, Dec 7, 2015 at 1:10 AM, Gary Fegel <gary@fegel.com> wrote:
>
> > That's Pavel, let's set up a time for a confcall
> >
> > On Dec 6, 2015, at 18:56, Pavel Gurvich <pavel@guardicore.com> wrote:
> >
> > Dear Ehud and Gary,

I wanted to give you a short update on GuardiCore.

- About a month ago we have made the first part (honeypot) of our data center security platform publicly available (no longer a Beta). Since then we got one purchase order (for $54k). This is an important milestone for the company. I hope to be able to close at least one more PO before the end of this year.
- Currently we have 10 active proof of concept installations with customers in different verticals in the US, EU and Israel, ranging from service providers (Microsoft Azure, AT&T, EE, Cellcom) to high-tech companies (Wix, Mellanox), health care providers (Austin Radiology) and government (IDF). We are working hard creating a funnel of new customers, including large financials.
- We are starting beta trials with the second part of the data center security platform (network visibility), which gets a strong customer pull.
- Over the course of the last few months we have expanded our senior management team:
    - Hired Sharon Besser - a seasoned VP of Product.
    - Herve Bourgeois - has joined as VP of Sales EMEA
    - Dave Burton took over the VP

Marketing role from Dror Salee who now focuses on Business Development.

- We registered GuardiCore Inc, a US based company incorporated in Delaware.
- We are now 36 people (32 - Israel, 3 - US, 1 - France). Current burn rate is ~$450k / month. We have about $6.5M left in the bank.
- The Israeli Chief Scientists Office has approved an $800K grant for GuardiCore, which we intend to take (covering 12 month starting March 1, 2015).

I would love to get on a call with you to provide a deeper update on our progress when you have some time.

Kind regards,

Pavel Gurvich,
CEO
US: +1 650 687-7387 | Israel: +972 54 572-1142
GuardiCore | @GuardiCore

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Kind Regards,

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